



**CONTACTS:**

**Jimmy Mook**

Gregory FCA

610-228-2125; jimmy@gregoryfca.com

**Karen Shakoske**

SVP, Head of Marketing and Corporate Communications

215-665-4458; kshakoske@janney.com

## Janney Adds Three Senior Institutional Equity Sales Professionals

**PHILADELPHIA, PA – October 29, 2015** – Janney Montgomery Scott announced today the hiring of three senior sales professionals to join their Institutional Equities Sales team. Ed Armstrong, Paul Mattaliano and Blair Smith have all joined the firm as Managing Directors and will report to Andrew Maddaloni, Director of Research and Head of Equity Sales.

“We are pleased to announce the hiring of Ed, Paul and Blair. Each of these individuals brings substantial industry experience and product knowledge to our firm, as well as relationships with key decision makers within our institutional client base. Their addition reflects Janney’s continued commitment to provide clients with salespeople that have the product knowledge and relationships necessary to leverage our outstanding research”, commented Maddaloni.

Mr. Armstrong has over 20 years of Equity Capital Markets experience including Institutional Equity Research Sales and Capital Markets Origination. Ed worked in Institutional Equity Sales at Raymond James and Avondale Partners and in Equity Capital Markets at Wachovia Securities. Ed has an undergraduate degree from Duke University as well as an MBA from the University of Virginia’s Darden School of Business. He will be based in Baltimore.

Mr. Mattaliano joins our Boston office and brings over 20 years of industry experience including building out and managing the Keefe Bruyette & Woods (KBW) Boston research sales unit. He also spent time on the buy side as an Equity Research Analyst where he worked on a \$2bb Financial Services and REIT team at Columbia Management. Paul has undergraduate degree from Trinity College and an MBA from the University of Virginia’s Darden School of Business.

Mr. Smith joins Janney with 25 years of experience in Institutional Equity Sales. He was with Fox-Pitt, Kelton for over 20 years and had numerous key roles with that firm through its sale to Swiss RE, the firm’s merger with Cochran Coronia, and sale to Macquarie. He remained at Macquarie as Managing Director and Head of FIG sales where he managed a group of salespeople dedicated to covering long only and hedge fund accounts. Blair has an undergraduate degree from George Washington University and an MBA from Columbia University and will be based in New York.

“These are three highly productive professionals with first call relationships in our core areas of focus. They also bring an energy and passion to the organization that has us excited. Most importantly, their values are consistent with our own”, said Joe Culley, Head of Equities & Investment Banking.

### About Janney Montgomery Scott

Janney provides advice to individual, corporate and institutional clients. Our expertise includes guidance about asset management, corporate and public finance, equity and fixed income investing, equity research, institutional equity and fixed income sales and trading, investment strategy, financial planning, mergers and acquisitions, public and private capital raising, portfolio management, retirement and income planning, and wealth management. Janney is an independently-operated subsidiary of The Penn Mutual Life Insurance Company and is a member of the Financial Industry Regulatory Authority (FINRA) and Securities Investor Protection Corporation (SIPC). Additional company information is available at [www.janney.com](http://www.janney.com).